



U.S. AIR FORCE

*Department of the Air Force
Office of Small Business Programs*



*Manufacturing Technical Assistance
Production Program*



MTAPP

Taking Manufacturing to New Heights



Program Overview

Mission:

To assist in increasing and enhancing the competitiveness of small manufacturing firms in support of the critical supply chain needs of the Air Force, Department of Defense (DoD) and major Prime Contractors.

Objective:

Create a network of small business suppliers that enhances the Air Force's ability to deliver on its mission and increases our nation's defense capabilities.



MTAPP - Taking manufacturing to new heights!



Program Execution

- MTAPP is managed out of the Air Force Outreach Program Office (AFOPPO), Brooks City-Base, Texas.
- MTAPP technical assistance service provider:
The Asaba Group, Natick, MA
- MTAPP advisors
 - Air Force Office of Small Business Programs
 - MTAPP Steering Committee
 - Comprised of MTAPP stakeholders and partners
 - Advisors on program strategy and implementation
 - Source of information for research study
 - Validation of research study findings



Program Approach

- Air Force MTAPP is a small business supplier development initiative.
- Research based for improved utility to the Air Force, DoD and their Prime Contractors.
- Our focus is to develop suppliers that address:
 - Small business solutions to industrial policy issues
 - Critical shortages of spare parts
 - Sustainment support for legacy weapons / platforms
 - Maintain surge production capability
 - Diminishing Manufacturing Sources and Material Shortage (DMSMS)
 - Increased competition in commodity areas
- Objective: to be the source of 'best in class' suppliers!



Membership Requirements

- Candidates must be a small business manufacturer that:
 - Has the ability to support the Air Force and Dod supply needs identified in the research study
 - Directly, or
 - Through AF/DoD Prime Contractors

- Candidates must have a stable business footing and potential for MTAPP success.
 - Minimum requirements:
 - At least 2 years in industry
 - 10 employees and \$2M in revenues annually
 - Existing quality program
 - Willingness to contribute to the MTAPP mission



90 MTAPP Member Suppliers

NORTH WEST (6)

Aero Twin, Inc. (AK)
A & S Tribal Industries (MT)
International Aero Interiors, Inc. (WA)
Integrated Technologies, Inc. (WA)
Superior Machine & Welding, Inc (AK)
Unitech Composites, Inc. (ID)

NORTH CENTRAL (12)

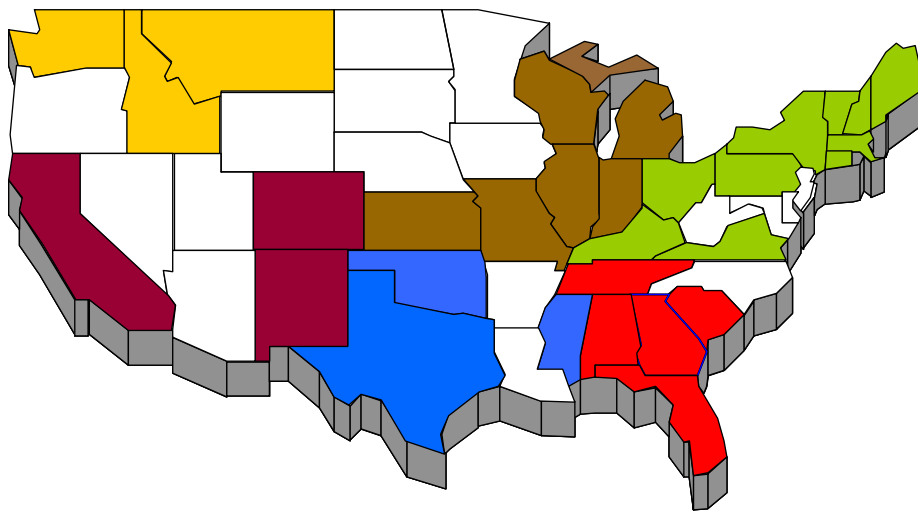
A.M. Precision Machine, Inc. (IL) Patriot Machine, Inc. (MO)
C&F Machine Corp. (IL) Plasco Formulating Division, Inc.(MI)
Electro Optics Mfg, Inc. (MI) Polster Tool Engineering, Inc. (MO)
Interface Systems< Inc. (KS) Stanek Tool Corporation (WI)
Micropulse, Inc. (IN) Technology Solutions, Inc. (MO)
Midwest Gear & Tool, Inc. (MI) Total Concepts of Design, Inc. (IN)

NORTH EAST (24)

Ashland Electric Products, Inc (NH)
Bauer, Inc. (CT)
Boneal, Inc. (KY)
Creative Apparel Associates (ME)
Durivage Pattern & Mfg Co, Inc. (OH)
E2 Precision Products (OH)
Eagle Tool & Machine Co., Inc. (OH)
Electronic Connectors, Inc. (PA)
Electro Energy, Inc. (CT)
Gentile Manufacturing Co., Inc. (PA)
Hicksville Machine Works Corp. (NY)
International Creative Data Industries, Inc. (CT)
Lenape Forge, Inc. (PA)
Orion Ropeworks, LLC (ME)
Penn Metal Fabricators, Inc. (PA)
Precision Component Industries, LLC (OH)
Precision Mfg Company, Inc. (OH)
Sechan Electronics, Inc. (PA)
Secure Systems Group, Inc. (VA)
Sheet Metal Products Co., Inc. (OH)
Space-Craft Manufacturing, Inc. (CT)
Tens Machine Company, Inc. (NY)
Trireme Mfg Company, Inc. (MA)
Vermont Aerospace Mfg, Inc. (VT)

SOUTH WEST (17)

A&M Aerospace (CO)
A.T. Waveguide (CA)
Castle Precision (CA)
Composites Horizons (CA)
Foam Matrix (CA)
Graphics Research (CA)
Independent Forge (CA)
Kit Pack Company (NM)
Laguna Industries (NM)
Llamas Plastics (CA)
Loud Engineering (CA)
Lyncole XT (CA)
QPL Technologies (CA)
Regent Aerospace (CA)
Santourian Mfg (CA)
Sierra Monolithics (CA)
Team Specialty (NM)



SOUTH CENTRAL (13)

AAA Machine (TX) M2 Global Technologies (TX)
Aero CNC (TX) Mayday Manufacturing Co (TX)
AGH Industries (TX) Precise Industries (TX)
CENTECH Group (OK) Tal-Port Industries (MS)
Cherokee Nations Industries Inc (OK)
Hi-Tech Metal (TX) Hood Cable Co (MS)
Hood Cable Company (MS) Witter Manufacturing (TX)

SOUTH EAST (18)

Bryant's Precision Mfg, Corp. (FL) Global Mfg Technology, Inc. (FL) Quality Networks (AL)
Carmin Industries, Inc. (AL) Muskogee Metalworks (AL) R&D Electronics (AL)
Certified Manufacturing, Inc. (FL) Nor-Ral Plastics (GA) **Summa Technology (AL)**
Custom Mfg & Engineering, Inc. (FL) Patterson Machine (AL) Talladega Machinery (AL)
EJM Aerospace Services (FL) Phoenix Specialty (SC) Tampa Brass & Alum (FL)
Engineered Mechanical Systems, Inc. (TN) Precision Machining (TN) Volumatic, Inc. (GA)



Current Member Profile

- 90 Small manufacturers currently participate in AF MTAPP
 - 77 “Alumni” companies (technical assistance complete)
 - 13 “Newly identified participants”
- Socio-Economic Classifications of MTAPP companies:
 - 18 HUBZone
 - 28 Woman owned
 - 9 Native American
 - 7 8(a) Companies
 - 16 Small disadvantaged businesses
 - 6 Service disabled veteran owned businesses
 - 6 Small businesses
- MTAPP suppliers supply chain efforts
 - MTAPP companies active in the supply chain in FY05 – 70
 - Defense related revenues = \$515M
 - Direct to DoD Revenues - \$116M



Member Benefits

- Technical assistance:
 - Receive an in-depth company assessment
 - A Continuous Improvement Plan (*CIP*) is developed
 - Receives hands-on technical assistance/training etc.
 - Lean manufacturing
 - Quality programs
 - Strategic planning and business strategy
 - Sales and marketing (planning and visibility)
 - Information and business systems
 - Accounting and financial
 - Organizational structure and alignment
 - Visibility into the needs and requirements of AF and DoD supply chains



MTAPP SDVOSB Success Stories

Company	Total Concepts of Design, Inc. (TCofD)										
Location	Scottsburg, IN										
Overview:	<p>TCofD was founded in 1993 by two brothers working out of their garage.</p> <p>TCofD has since become a leading SDVOSB supplier for the DoD with 130 employees and a state-of-the-art 50,000 square foot facility.</p> <p>TCofD offers full life cycle solutions from design, engineering</p>										
MTAPP Participation <ul style="list-style-type: none">- Continuous Improvement Plan (CIP)- ISO 9001 Technical Assistance- Alumni Technical Assistance	<p>Since entering MTAPP in February, 2002, TCofD has grown direct to government revenues from \$168K to over \$7.7M</p> <p>In addition, they have increased headcount by 70 full time staff.</p> <div data-bbox="643 913 1433 1385"><p>Direct to DoD Contract Awards</p><table border="1"><thead><tr><th>Year</th><th>Direct to DoD Contract Awards</th></tr></thead><tbody><tr><td>2002</td><td>\$168</td></tr><tr><td>2003</td><td>\$2,496</td></tr><tr><td>2004</td><td>\$6,217</td></tr><tr><td>2005</td><td>\$7,721</td></tr></tbody></table></div>	Year	Direct to DoD Contract Awards	2002	\$168	2003	\$2,496	2004	\$6,217	2005	\$7,721
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Company Name	Carmin Industries, Inc.
Location	Jacksonville, FL
Overview:	<p>Carmin Industries was founded in 1996 by former Marine Corp. officer Carolyn Minerich. Started with “no experience, no customers, and no money,” by 2002, Carmin had become the Alabama Small Business of the Year.</p> <p>Carmin now specializes in waterjet and laser cutting, precision machining, light assembly and kitting for military and industrial customers</p>
MTAPP Participation <ul style="list-style-type: none"> - Continuous Improvement Plan (CIP) - Technical Assistance <ul style="list-style-type: none"> • Lean Manufacturing • Job costing • Government visibility - Alumni Technical Assistance <ul style="list-style-type: none"> • AS 9100 certification 	<p>Since entering MTAPP in May 2004, Carmin Industries has dramatically expanded its support of the DoD supply chain providing fixtures, metal fabricated components, and kits, for:</p> <p><u>Warner Robins AFB (WR-ALC)</u> – Vertical Lift Fixture for the B1</p> <p><u>DLA’s DSCR</u> – Metal fabricated components for HUMVEE vehicle.</p> <p><u>Northrop Grumman</u> – Components for Virginia class submarine</p> <p><u>Lockheed Martin</u> – F-22 Ground Support Equipment</p>



U.S. AIR FORCE

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*Providing a capable supplier network for
commodity shortages and a strengthened U.S.
manufacturing sector.*

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